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The Commonwealth of Massachusetts

Office of the Comptroller

One Ashburton Place

Boston, Massachusetts 02108

WILLIAM KILMARTIN
COMPTROLLER

Phone (617) 727-5000
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MEMORANDUM

GOVERNMENT DOCUMENTS
COLLECTION

FEB 02 1999

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TO: Distribution

FROM: William Kilmartin, Comptroller WK
Leslie Kirwan, Chief of Staff Executive Office for Administration and Finance LAK

DATE: January 31, 1997

SUBJECT: Mid-Year Status Report of Non-tax Revenue Optimization Activities

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Enclosed for your review is a copy of the mid-year status report of non-tax revenue optimization activities that we forwarded to the House and Senate Ways and Means Committees. The report contains information on the non-tax revenue campaign conducted during the first half of FY97.

We would be pleased to meet with yourself or your designee at your convenience to review the report and discuss future plans.

The Commonwealth of Massachusetts
Office of the Comptroller
One Ashburton Place
Boston, Massachusetts 02108

WILLIAM KILMARTIN
COMPTROLLER

Phone (617) 727-5000
FAX (617) 727-2163

January 31, 1997

Honorable Paul Haley, Chairman
House Committee on Ways and Means
The State House, Room 243
Boston, MA 02133

Dear Chairman Haley:

The purpose of this letter is to provide reporting as directed in section 683A of the FY97 budget on the topic of the revenue optimization campaign.

The information which follows is organized into three parts:

- a narrative of the activities and developments that chronicles the FY97 revenue optimization campaign.
- a chart that depicts each project, gross amount of potential optimized revenue, potential vendor participation payments, potential department incentive amounts, and the net amount of optimized revenue.
- documentation for determination of base and optimized revenue budgets.

The statewide goal for revenue growth in FY97 is $57.5M in net optimized revenue. As perhaps you recall, there was debate and difference of opinion last summer on how to structure the Rev Opt Campaign, and thus the goal. Part of the controversy related to the establishment of a "revenue base" is that vendor participation payments and department incentive amounts would not be allowed unless such "base" were exceeded. The Administration made the point that a difficult "revenue base test" would decrease (not enhance) incentives for private vendors and departments to participate, thus diminishing the potential net optimized amount. A version of legislation (which included a strict revenue base test and ambitious optimized revenue) was vetoed; follow up legislation, while substantially unchanged, was reluctantly accepted.

In our final FY96 report (dated July 31, 1996) we indicated net optimized revenues for FY97 in the range of $40-65M. As of mid-year, we estimate that collections will total approximately $36.0 million in gross optimized revenue, or $32.0M in net optimized revenue. However, this amount, which falls short of the Legislatively determined net optimized revenue goal of $57.5M, assumes vendor performance which will be difficult and in some cases impossible to obtain without the ability to make vendor participation payments. While the potential $36.0M is an excellent accomplishment, and compares favorably to the gross optimized revenue of $47M for FY96, there remains unresolved the issue of revenue base and its effect on vendor and department participation, and thus the overall net optimized revenue.

In closing, as you will see in the status report which follows, a best faith effort is underway to optimize revenues in FY97, and significant results are likely. However certain issues need to be resolved, and a direct meeting to address such issues as the revenue base test and vendor participation payments is warranted.

William Kilmartin
Comptroller

Leslie Kirwan, Chief of Staff
Executive Office Administration and Finance

cc: Paul Romary, HW&M

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The Commonwealth of Massachusetts

Office of the Comptroller

One Ashburton Place

Boston, Massachusetts 02108

WILLIAM KILMARTIN
COMPTROLLER

Phone (617) 727-5000

FAX (617) 727-2163

January 31, 1997

Honorable Stanley C. Rosenberg, Chairman
Senate Committee on Ways and Means
The State House, Room 212
Boston, MA 02133

Dear Chairman Rosenberg:

The purpose of this letter is to provide reporting as directed in section 683A of the FY97 budget on the topic of the revenue optimization campaign.

The information which follows is organized into three parts:

- a narrative of the activities and developments that chronicles the FY97 revenue optimization campaign.
- a chart that depicts each project, gross amount of potential optimized revenue, potential vendor participation payments, potential department incentive amounts, and the net amount of optimized revenue.
- documentation for determination of base and optimized revenue budgets.

The statewide goal for revenue growth in FY97 is $57.5M in net optimized revenue. As perhaps you recall, there was debate and difference of opinion last summer on how to structure the Rev Opt Campaign, and thus the goal. Part of the controversy related to the establishment of a "revenue base" is that vendor participation payments and department incentive amounts would not be allowed unless such "base" were exceeded. The Administration made the point that a difficult "revenue base test" would decrease (not enhance) incentives for private vendors and departments to participate, thus diminishing the potential net optimized amount. A version of legislation (which included a strict revenue base test and ambitious optimized revenue) was vetoed; follow up legislation, while substantially unchanged, was reluctantly accepted.

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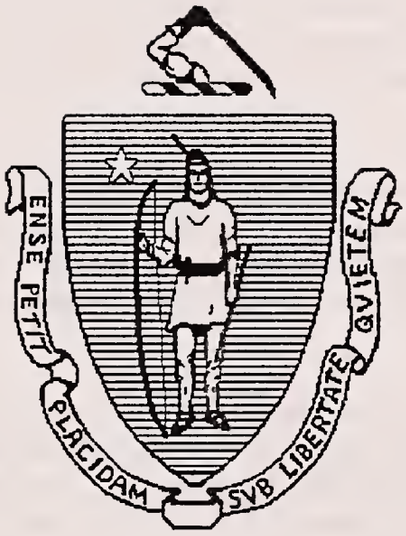
In closing, as you will see in the status report which follows, a best faith effort is underway to optimize revenues in FY97, and significant results are likely. However certain issues need to be resolved, and a direct meeting to address such issues as the revenue base test and vendor participation payments is warranted.

William Kilmartin
Comptroller

Leslie Kirwan, Chief of Staff
Executive Office Administration and Finance

cc: Ed Curley, SW&M



Narrative

NARRATIVE

Background. The revenue optimization campaign has been successful for several years. Starting with the enactment of Sections 29D and 29E of Chapter 29 of the General Laws, the Comptroller's Office had been sponsoring contingent fee debt collection and consultation contracting since FY90. As a complement to "revenue optimization," a billing and accounts receivable subsystem to the State accounting system was designed and implemented with funding from Info Tech Bond I in the FY93-FY95 timeframe. Building on this experience, the Secretary of Administration and Finance decided an escalated level of effort was merited. In FY95 consultants were engaged to conduct feasibility assessments for new Federal reimbursement revenue optimization projects. This consultation was funded with existing appropriations. As part of the FY96 budget the Administration filed a special authorization to expand and enhance the revenue optimization campaign beyond the list of projects authorized in Section 29D and 29E.

Fiscal Year 1996. Aspects of the Administration proposal were enacted as Section 309 of the FY96 budget. Pursuant to this authorization, and utilizing the feasibility assessments completed by the consultants in FY95, the stage was set for an enhanced level of effort. Numerous projects were commenced. As detailed in the final FY96 report (dated July 31, 1996) five of the projects on the master list resulted in measurable optimized revenue in FY96.

These five projects produced $47,051,153 in gross new revenues. From this amount, $1,882,274 was paid as provider participation payments, plus $186,000 for other legislatively mandated expenditures. $5M was distributed as department incentive amounts, and the balance of $39,982,897 was net optimized revenues. Since the result clearly exceeded the statewide goal of $20M, the FY96 revenue optimization campaign was considered a big success.

As required per Section 309, spending plans for the department incentive funds are being prepared or have been approved by the Secretary of Administration and Finance and when required by 683A filed with the House and Senate Committees on Ways and Means on behalf of DMA, DSS, DMH, DMR and ANF itself. A variety of enhanced activities are funded in such spending plans. Briefly summarized as follows:

- for DMA, the amount of $966,371 to fund personal computers, modular office equipment and installation of new telephone systems and moving costs.
- for DSS, the amount of $1,355,073 to support critical Info Tech projects such as FamilyNet and the Electronic Document Management and associated Workflow Pilot Project.
- for DMH, the amount of $425,545 to fund network architecture, workstations, and strategic planning consulting services.
- for DMR, the amount of $1,753,010 was proposed to fund a Mental Retardation/Development Disability Institute Trust Fund (MRDD) to research and promote the enhancement of living for persons with mental retardation.
- for ANF, the amount of $500,000 to provide supported startup funding for new Rev Opt projects, such as FFP feasibility studies, merchandising, and "high ground" strategy.

Also, as authorized in Section 309, incentive amounts made available to departments from the FY96 campaign have been carried forward and are available for encumbrance and expenditure purposes in the state accounting system in FY97.

Fiscal Year 1997. In the vehicles of both the FY97 appropriation act and late FY96 supplemental appropriations, the Administration proposed several changes to Section 309 intended to streamline and enhance the revenue optimization campaign. Such proposals were debated and the House produced one set of recommendations and the Senate produced a different set. In Conference Committee the Senate version prevailed, and a revised version of the revenue optimization campaign was authorized in Section 683 of the FY97 budget. This enactment included aspects with which the Administration disagreed, was vetoed, and an alternative was filed. In the final FY96 Supplemental budget, a compromise which included most but not all of the Senate provisions was enacted. This was signed as Section 683A of the FY97 budget. The FY97 revenue optimization campaign was launched per this Section 683A authorization.

As detailed in the accompanying chart, there are 16 projects in FY97 where potential gross optimized revenue are estimated as "likely" amounting to $35,996,134. (They are labeled "status 1" on the chart). Most of these projects relate to the original feasibility assessments from FY95, and were started some time in FY96 and FY97. Included on this list are a number of projects which illustrate some of the points of difficulty in differentiating "base" revenue from "optimized" revenues, and the ability to award payments to participating departments and vendors. Specifically, details are provided for the projects conducted by DSS and DMA that illustrate the difficulty in awarding incentive payments to departments who are successful in generating revenue as part of the Rev Opt program. We invite you or your staff to specifically review these and other projects with the Rev Opt team as "case studies" of improvements needed to Section 683A. In addition a number of projects (labeled as "status 2") are still on the list, but potential collection are considered "remote." Additional analysis is underway to ascertain if these projects should be activated or deleted from the list.

Two brand new initiatives are also being launched in FY97. These projects reflect a strategy to significantly expand revenue optimization beyond the domain of federal reimbursement, into new sources of non-tax revenue. One project is referred to as the "statewide licensing and merchandising" campaign. Modeled after a very successful program at the University of Massachusetts, the concept is to create a line of official Commonwealth merchandise that can be sold at locations throughout the State, with royalty or license revenue attributing to the Commonwealth. A kick-off meeting with relevant departments was held on January 23, 1997. Through this project minimal revenues are projected in FY97, but it is hoped significant revenue (multiple millions) can be achieved in FY98 and future years. The second new project relates to a statewide strategy to market high buildings, towers, and real estate to private companies for broadcast and telecommunications purposes. Working with interested parties, this project is also being launched in mid-FY97. Accordingly, the Administration has proposed as part of the House #1 for FY98, authorizing language for this initiative. Again, no revenues are projected for FY97, but multiple millions are targeted for FY98 and future years.

In addition to these two new projects, the Rev Opt Task Force will engage consultants to conduct another round of feasibility assessments for increasing Federal reimbursement. The list from FY95 has been depleted and significant changes such as block grants have restructured the environment of Federal financial participation. This effort is funded with the Administration and Finance portion of the FY96 department incentive amount. It is expected these studies will generate a new list of potential projects for FY98 and the future.

Closing. During FY97 the "core list" of projects will continue to be managed with potential gross optimized revenues of approximately $36.0M. Two new initiatives have been launched and another round of feasibility assessments, taking into cognizance new federal statutes, will be performed to position the revenue optimization campaign for FY98 and the future. This blend of both tactical and strategic action is needed to sustain growth in revenue optimization.

In addition to the actions detailed in this report, it is essential that a modification to the authorization set forth in Section 683A be accomplished. A consensus must be reached between the Legislature and the Administration on both the operational issues (such as definition of revenue base and relationship to vendor participation payments and department incentive amounts) and the strategic future of revenue optimization. Such consensus should be determined in the next few months.

Summary Report

Revenue Bureau Report

Commonwealth of Massachusetts

FY97 RevOpt Projects

Mid-Year Status

Report Date: 1/31/97

Total Number of FY97 Projects in Report: 29

Status

1-Active Projects

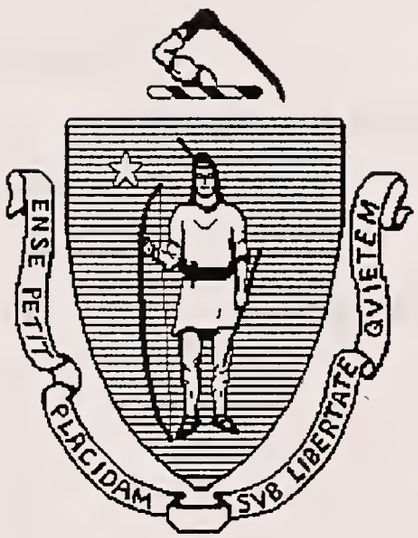
2-Pending Projects

Stat	#	Dept	Description	Support Depts	Projected Revenue	Vendor	Thru Per 06-97 Gross Revenue Collected*	Projected Vendor Payment	Projected Dept Incentive	Net RevOpt Revenue
1	R044	DSS	Medicaid Targeted Case Management for DSS	DMA	5,704,974	Andersen Consulting /Public Consulting Group	5,279,416	475,147		
1	R046	DSS	Medicaid Rehabilitation	DMA	1,411,898	Andersen Consulting /Public Consulting Group	42,578	3,832		
1	R048	DSS	Emergency Assistance - Foster Care (Title 4A-EA Daycare/Fostercare)	DTA	2,627,724	Andersen Consulting	2,627,724	236,495		
1	R049	DSS	Emergency Assistance - Child Care (Title 4A-EA Daycare/Fostercare)	DTA	738,808	Andersen Consulting	738,808	66,493		
1	R083	GIC	Sale of Insurance Information to Research Foundations		18,000	N/A	18,000	0		
1	R006	DMH	Rehab Option Rate Adjustment	DMA	21,000,000	Andersen Consulting				
1	R084	DPH	Early Intervention Services	DMA	2,000,000	Public Consulting Group				
1	R037	DPH	EPSTD Smoking Prevention	DMA	TBD	Public Consulting Group				
1	R086	DMA	Bankrupt Nursing Homes - FFP on claim reimbursement	DMA	1,000,000	Not Determined				
1	R078	DMA	Medicaid Billing for DTA Services (non-Block Grant)	DMA, DTA	TBD	Andersen Consulting				

Stat	#	Dept	Description	Support Depts	Projected Revenue	Vendor	Thru Per 06-97 Gross Revenue Collected*	Projected Vendor Payment	Projected Dept Incentive	Net RevOpt Revenue
1	R027	DMA	Convert Free Care to Medicaid (FY96 DMS project)	DMA	TBD	Public Consulting Group				
1	R026	DMR	Obtaining Medicaid FFP through Waiver with MCB	DMA	TBD	PCG/DMA				
1	R052	ELD	Admin Case Management Resubmissions	DMA	1,494,730	UMASS Medical				
1	R081	LOT	Auditing Telecommunications Invoices		TBD	Not Determined				
1	R058	ANF	Concession and Merchandising Opportunities	MDC, DEM	TBD	Not Determined				
1	R059	ANF	Use of Tower Antennae Space/Public Land Management	EPS, DCPO	TBD	Not Determined				
Total for Project Status: 1					**35,996,134**		**8,706,526**	**781,967**		
2	R007	DMH	Retro Billing for suspended Medicaid Services Provided through DMH	DMA		Public Consulting Group				
2	R008	DMH	Converting Patients from Free Care to Medicaid	DMA		Public Consulting Group				
2	R009	DMH	Recoup DMH Payments to private hospitals for services which are Medicaid eligible	DMA		Public Consulting Group				
2	R010	DMH	Submitting Retro Claims Under Emergency Services/Backbilling for DEPs	DMA		Public Consulting Group				
2	R020	DMR	Obtaining Medicaid FFP on DMR Family Planning Services	DMA		Not Determined				

Stat	#	Dept	Description	Support Depts	Projected Revenue	Vendor	Thru Per 06-97 Gross Revenue Collected*	Projected Vendor Payment	Projected Dept Incentive	Net RevOpt Revenue
2	R022	DMR	Increase Medicaid Eligibility Rates in DMR Programs (community side)	DMA		Not Determined				
2	R025	DMR	Obtaining Medicaid FFP on DMR Administrative Costs	DMA		Not Determined				
2	R053	ELD	Coordination of Care Rate Adjustments	DMA		UMASS Medical				
2	R054	ELD	Admin Case Management Rate Adjustments	DMA		UMASS Medical				
2	R080	RMV	Specialized Motor Vehicle License Plates			Not Determined				
2	R087	DMH	Hospital Rate Adjustment (Re-Basing)	DMA		Not Determined				
2	R088	DMH	Case Management Rate Adjustment	DMA		Andersen Consulting				
2	R091	DMH	Maximize Medicare Reimbursement (retro claim)	DMA		Not Determined				

Total for Project Status: 2



Detail Report

Commonwealth of Massachusetts

Revenue Optimization Base Revenue Approval Form

Department: **DEPARTMENT OF SOCIAL SERVICES**

Project#: R044 113 - 16

Description: Medicaid Targeted Case Management for DSS - Title XIX

Projected Rev: $5,704,974.00

Base Measurement Data:

Revenue Stream Analysis

(Vendor Payments)

Description: Zero Base

6 Year Revenue Test:	0.00
FY 97 Revenue Estimate Test :	0.00
Base Revenue :	**0.00**

Department Analysis

See Attached

Comments: DSS caseworkers coordinate and refer Medicaid covered services for Medicaid eligible consumers. These case management activities are reimbursable as an optional targeted case management service under Federal Medicaid regulations. However, DSS has been incurring the full cost of these services. In June 1994, Medicaid approved a state plan amendment which allows for retroactive claiming for targeted case management services rendered on or after July 1, 1994.

The undersigned authorized signatory approving this document certifies that this document and any attachments are accurate and complete and comply with all applicable general and special laws and regulations.

Host Department _____ 1/30/97
Signature DATE
DEPARTMENT OF SOCIAL SERVICES

Budget Bureau _____ 1/31/97
Pam MacLeod DATE
Director of Policy Development

Commonwealth of Massachusetts

RevOpt Base Revenue Determination by Department

Project Information:

Dept: DSS DEPARTMENT OF SOCIAL SERVICES

Project#: R044 Reference #: 16 - 113

Description: Medicaid Targeted Case Management for DSS - Title XIX

Projected Rev: $5,704,974.00

RFP/Vendor: Andersen Consulting /Public Consulting Group

ISA: No

STATUS : 1

1-Active Projects
2-Pending Projects

Base Measurement Data:

Revenue Stream Analysis

Dept/Treasurer Revenue by Revenue Source

FY91:	0.00
FY92:	0.00
FY93:	0.00
FY94:	0.00
FY95:	0.00
FY96:	0.00

MMARS
RSRC: Zero Base

	Total by Dept Revenue Stream
* 6 Year Revenue Test:	0.00
FY 97 Revenue Estimate Test:	0.00
Base Revenue:	0.00

FY 97 Revenue Estimate:	0.00
Total RevOpt Project Revenue:	5,704,974.00
Associated Revenue Stream:	0.00
Total:	5,704,974.00
Base Revenue:	0.00
Difference:	**5,704,974.00**

Departmental Revenue Analysis

See Attached

Commonwealth of Massachusetts

Revenue Optimization Base Revenue Approval Form

Department: **DEPARTMENT OF SOCIAL SERVICES**

Project#: R046 131 - 16

Description: Medicaid Rehabilitation - Title XIX

Projected Rev: $1,411,898.00

Base Measurement Data:

Revenue Stream Analysis

(Vendor Payments)

Description: 5202

6 Year Revenue Test:	2,169,257.00
FY 97 Revenue Estimate Test :	0.00
Base Revenue :	**2,169,257.00**

Department Analysis

See Attached

Comments: DSS places children in out-of-home residential rehabilitation programs such as group homes and Commonworks facilities, which ar clinical treatment facilities. DSS has incurred the full cost of treatment services provided to Medicaid eligible consumers in out-of home residential rehabilitation programs.

This project will enable DSS to receive Medicaid FFP for services provided under the Medicaid Rehabilitation Option.

The undersigned authorized signatory approving this document certifies that this document and any attachments are accurate a complete and comply with all applicable general and special laws and regulations.

Host Department _____ 1/30/97
Signature DATE
DEPARTMENT OF SOCIAL SERVICES

Budget Bureau _____ 1/31/97
Pam MacLeod DATE
Director of Policy Development

Commonwealth of Massachusetts

RevOpt Base Revenue Determination by Department

Project Information:

Dept: DSS DEPARTMENT OF SOCIAL SERVICES

Project#: R046 Reference #: 16 - 131

Description: Medicaid Rehabilitation - Title XIX

Projected Rev: $1,411,898.00

RFP/Vendor: Andersen Consulting /Public Consulting Group

ISA: No

STATUS : 1

1-Active Projects
2-Pending Projects

Base Measurement Data: *Revenue Stream Analysis*

Dept/Treasurer Revenue by Revenue Source

FY91:	0.00
FY92:	0.00
FY93:	0.00
FY94:	0.00
FY95:	946,592.00
FY96:	2,169,257.00

MMARS RSRC: 5202

	Total by Dept Revenue Stream
* 6 Year Revenue Test:	2,169,257.00
FY 97 Revenue Estimate Test:	0.00
Base Revenue:	2,169,257.00

FY 97 Revenue Estimate:	0.00
Total RevOpt Project Revenue:	3,581,155.00
Associated Revenue Stream:	0.00
Total:	3,581,155.00
Base Revenue:	2,169,257.00
Difference:	**1,411,898.00**

Departmental Revenue Analysis

See Attached

Commonwealth of Massachusetts

Revenue Optimization Base Revenue Approval Form

Department: **DEPARTMENT OF SOCIAL SERVICES**

Project#: R048 New - New

Description: Emergency Assistance - Foster Care (Title 4A-EA Daycare/Fostercare) - EA/AFDC

Projected Rev: $2,627,724.00

Base Measurement Data:

Revenue Stream Analysis

(Vendor Payments)

Description: 5228

6 Year Revenue Test:	0.00
FY 97 Revenue Estimate Test :	0.00
Base Revenue :	**0.00**

Department Analysis

See Attached

Comments: This project generates revenue from reimbursed foster care expenditures under the Emergency Assistance program.

The undersigned authorized signatory approving this document certifies that this document and any attachments are accurate a. complete and comply with all applicable general and special laws and regulations.

Host Department _____ 1/30/97
Signature DATE
DEPARTMENT OF SOCIAL SERVICES

Budget Bureau _____ 1/31/97
Pam MacLeod DATE
Director of Policy Development

Commonwealth of Massachusetts

RevOpt Base Revenue Determination by Department

Project Information:

STATUS : 1

1-Active Projects
2-Pending Projects

Dept: DSS DEPARTMENT OF SOCIAL SERVICES

Project#: R048 Reference #: New - New

Description: Emergency Assistance - Foster Care (Title 4A-EA Daycare/Fostercare) - EA/AFDC

Projected Rev: $2,627,724.00

RFP/Vendor: Andersen Consulting

ISA: No

Base Measurement Data:

Revenue Stream Analysis

Dept/Treasurer Revenue by Revenue Source

FY91:	0.00
FY92:	0.00
FY93:	0.00
FY94:	0.00
FY95:	0.00
FY96:	0.00

MMARS RSRC: 5228

	Total by Dept Revenue Stream
* 6 Year Revenue Test:	0.00
FY 97 Revenue Estimate Test:	0.00
Base Revenue:	0.00

FY 97 Revenue Estimate:	0.00
Total RevOpt Project Revenue:	2,627,724.00
Associated Revenue Stream:	738,808.00
Total:	3,366,532.00
Base Revenue:	0.00
Difference:	**3,366,532.00**

Departmental Revenue Analysis

See Attached

Commonwealth of Massachusetts

Revenue Optimization Base Revenue Approval Form

Department: **DEPARTMENT OF SOCIAL SERVICES**

Project#: R049 New - New

Description: Emergency Assistance - Child Care (Title 4A-EA Daycare/Fostercare) - EA/AFDC

Projected Rev: $738,808.00

Base Measurement Data:

Revenue Stream Analysis

(Vendor Payments)

Description: 5228

6 Year Revenue Test:	0.00
FY 97 Revenue Estimate Test :	0.00
Base Revenue :	**0.00**

Department Analysis

See Attached

Comments: This project generates revenue from an expansion of reimbursed day care services under the Emergency Assiatance program.

The undersigned authorized signatory approving this document certifies that this document and any attachments are accurate an complete and comply with all applicable general and special laws and regulations.

Host Department _____ 1/30/97
Signature DATE
DEPARTMENT OF SOCIAL SERVICES

Budget Bureau _____ 1/31/97
Pam MacLeod DATE
Director of Policy Development

Commonwealth of Massachusetts

RevOpt Base Revenue Determination by Department

Project Information:

STATUS : 1

1-Active Projects
2-Pending Projects

Dept: DSS DEPARTMENT OF SOCIAL SERVICES
Project#: R049 Reference #: New - New
Description: Emergency Assistance - Child Care (Title 4A-EA Daycare/Fostercare) - EA/AFDC

Projected Rev: $738,808.00
RFP/Vendor: Andersen Consulting
ISA: No

Base Measurement Data:

Revenue Stream Analysis

Dept/Treasurer Revenue by Revenue Source

FY91:	0.00
FY92:	0.00
FY93:	0.00
FY94:	0.00
FY95:	0.00
FY96:	0.00

MMARS RSRC: 5228

Total by Dept Revenue Stream

* 6 Year Revenue Test:	0.00
FY 97 Revenue Estimate Test:	0.00
Base Revenue:	0.00

FY 97 Revenue Estimate:	0.00
Total RevOpt Project Revenue:	738,808.00
Associated Revenue Stream:	2,627,724.00
Total:	3,366,532.00
Base Revenue:	0.00
Difference:	**3,366,532.00**

Departmental Revenue Analysis

See Attached

Revenue Optimization Department Base Determination

Department: DEPARTMENT OF SOCIAL SERVICES (DSS)

Project#: R044, R046, R048, R049

Department Base Revenue Analysis

(a)	CHAPTER 151, 1B Test	181,495,960
(b)	FY97 Revenue Estimate:	150,209,629
	Base Revenue *(a or b, whichever is higher)*:	**181,495,960**

FY 97 Revenue Estimate: 150,209,629
Dept Rev Opt Project Revenue: 12,652,661

Total: 162,862,290

BASE REVENUE: 181,495,960

Difference: (18,633,670)

Revised Department Base Revenue Analysis

(a)	CHAPTER 151, 1B Test	181,495,960
(b)	CHAPTER 151, 1-B Test, Adjusted:	155,930,326 *
(c)	FY97 Revenue Estimate:	150,209,629
	Base Revenue *(b or c, whichever is higher)*:	**155,930,326**

FY 97 Revenue Estimate: 150,209,629
Dept Rev Opt Project Revenue: 12,652,661

Total: 162,862,290

REVISED BASE REVENUE: 155,930,326

Difference: 6,931,964

* We are proposing a revision to the department base revenue test, or base target for DSS. Chapter 151, Section 1B includes a revenue estimate of $181,495,960. This estimate included $63,606,898 for the Federal Fiscal Year 1997 allocation of the Social Services Block Grant (SSBG), which has since been reduced by $7,074,383 to $56,532,515 due to welfare reform. Similarly, the Chapter 151, Section 1B estimate included $1,633,468 for the Emergency Assistance program eliminated by welfare reform. Also, the Chapter 151, Section 1B estimate inadvertently included $10,857,783 expected from the Department's revenue optimization program, and a double-count of $6,000,000 associated with revenue collected for the Department's 4800-1115 retained revenue account. Revised to reflect a reduction of $25,565,634 to account for the $7,074,383 reduction in SSBG revenue due to welfare reform, the $1,633,468 reduction in Emergency Assistance revenue, $10,857,783 of optimized revenue inadvertently included, and the $6,000,000 retained revenue double-count, the Chapter 151, Section 1B estimate would be about $155.9 million, which we are proposing as the Department's Fiscal Year 1997 base target. This is higher than the Budget Bureau's current revenue estimate of about $150.2 million.

Commonwealth of Massachusetts

Revenue Optimization Base Revenue Approval Form

Department: **GROUP INSURANCE COMMISSION**

Project#: R083 New - New

Description: Sale of Insurance Information to Research Foundations - Fee for Service

Projected Rev: $18,000.00

Base Measurement Data:

Revenue Stream Analysis *(Vendor Payments)*		Department Analysis *(Incentive Payments)*	
Description: Zero Base			
6 Year Revenue Test:	0.00	CHAPTER 151 1-B Test:	106,790,642.00
FY 97 Revenue Estimate Test :	0.00	FY 97 Revenue	149,671,344.00
Base Revenue :	**0.00**	**Base Revenue :**	**149,671,344.00**

Comments:

The undersigned authorized signatory approving this document certifies that this document and any attachments are accurate an complete and comply with all applicable general and special laws and regulations.

Host Department

Signature — DATE 1/30/97

GROUP INSURANCE COMMISSION

Budget Bureau

Pamela MacLeod — DATE 1/31/97

Director of Policy Development

Commonwealth of Massachusetts

RevOpt Base Revenue Determination by Department

Project Information:

STATUS : 1

1-Active Projects
2-Pending Projects

Dept: GIC GROUP INSURANCE COMMISSION
Project#: R083 Reference #: New - New
Description: Sale of Insurance Information to Research Foundations - Fee for Service

Projected Rev: $18,000.00
RFP/Vendor: N/A
ISA: No

Base Measurement Data:

Dept/Treasurer Revenue by Revenue Source

FY91:	0.00
FY92:	0.00
FY93:	0.00
FY94:	0.00
FY95:	0.00
FY96:	0.00

Revenue Stream Analysis

MMARS
RSRC: Zero Base

	Total by Dept Revenue Stream
* 6 Year Revenue Test:	0.00
FY 97 Revenue Estimate Test:	0.00
Base Revenue:	0.00

Departmental Revenue Analysis

	Total by Department
CHAPTER 151 1-B Test:	106,790,642.00
FY97 Revenue Estimate:	149,671,344.00
Base Revenue:	149,671,344.00

FY 97 Revenue Estimate:	0.00
Total RevOpt Project Revenue:	18,000.00
Associated Revenue Stream:	0.00
Total:	18,000.00
Base Revenue:	0.00
Difference:	**18,000.00**

FY 97 Revenue Estimate:	149,671,344.00
Dept Rev Opt Project Revenue:	18,000.00
Total:	149,689,344.00
Base Revenue:	149,671,344.00
Difference:	**18,000.00**

Commonwealth of Massachusetts

Revenue Optimization Base Revenue Approval Form

Department: **DEPARTMENT OF MENTAL HEALTH**

Project#: R006 New - New

Description: Rehab Option Rate Adjustment - Title XIX

Projected Rev: $21,000,000.00

Base Measurement Data:

Revenue Stream Analysis *(Vendor Payments)*		Department Analysis *(Incentive Payments)*	
Description:	RSRC 5239 and 5261 minus IRTP		
6 Year Revenue Test:	21,633,276.00	CHAPTER 151 1-B Test:	53,630,206.00
FY 97 Revenue Estimate Test :	27,170,536.00	FY 97 Revenue	56,812,186.00
Base Revenue :	**27,170,536.00**	**Base Revenue :**	**56,812,186.00**

Comments: The Department has undertaken to revise rates of payment historically used to reimburse the provision of rehabilitative services rendered in DMH operated or contracted residential programs (Rehab Option). The historical rates significantly under reimbursed the Department for these services and the revisions will bring these rates up to date.

The undersigned authorized signatory approving this document certifies that this document and any attachments are accurate and complete and comply with all applicable general and special laws and regulations.

Host Department Signature — DEPARTMENT OF MENTAL HEALTH — DATE 1/30/97

Budget Bureau Pam MacLeod, Director of Policy Development — DATE 1/31/97

Commonwealth of Massachusetts

RevOpt Base Revenue Determination by Department

Project Information:

STATUS : 1

1-Active Projects
2-Pending Projects

Dept: DMH DEPARTMENT OF MENTAL HEALTH

Project#: R006 Reference #: New - New

Description: Rehab Option Rate Adjustment - Title XIX

Projected Rev: $21,000,000.00

RFP/Vendor: Andersen Consulting

ISA: No

Base Measurement Data:

Revenue Stream Analysis

Dept/Treasurer Revenue by Revenue Source

FY91:	9,607,746.00
FY92:	17,978,884.00
FY93:	20,887,403.00
FY94:	21,138,126.00
FY95:	21,599,122.00
FY96:	21,633,276.00

MMARS
RSRC: RSRC 5239 and 5261 minus IRTP

	Total by Dept Revenue Stream
* 6 Year Revenue Test:	21,633,276.00
FY 97 Revenue Estimate Test:	27,170,536.00
Base Revenue:	**27,170,536.00**

FY 97 Revenue Estimate:	27,170,536.00
Total RevOpt Project Revenue:	21,000,000.00
Associated Revenue Stream:	0.00
Total:	48,170,536.00
Base Revenue:	27,170,536.00
Difference:	**21,000,000.00**

Departmental Revenue Analysis

	Total by Department
CHAPTER 151 1-B Test:	53,630,206.00
FY97 Revenue Estimate:	56,812,186.00
Base Revenue:	**56,812,186.00**

FY 97 Revenue Estimate:	56,812,186.00
Dept Rev Opt Project Revenue:	21,000,000.00
Total:	77,812,186.00
Base Revenue:	56,812,186.00
Difference:	**21,000,000.00**

Commonwealth of Massachusetts

Revenue Optimization Base Revenue Approval Form

Department: **DEPARTMENT OF PUBLIC HEALTH**

Project#: R084 New - New

Description: Early Intervention Services - Title XIX

Projected Rev: $2,000,000.00

Base Measurement Data:

Revenue Stream Analysis *(Vendor Payments)*		Department Analysis *(Incentive Payments)*	
Description: Zero Base			
6 Year Revenue Test:	0.00	CHAPTER 151 1-B Test:	89,420,009.00
FY 97 Revenue Estimate Test :	0.00	FY 97 Revenue	94,261,659.00
Base Revenue :	**0.00**	**Base Revenue :**	**94,261,659.00**

Comments: The Department of Public Health is pursuing federal reimbursement for the cost of services provided by "developmental educators" who work with children ages 0-3 deemed developmentally delayed. A number of other states currently receive federal reimbursement for these services.

This would be the first time the department collects federal revenue for services provided by this specific class of professionals. Accordingly, the revenue base for this project is zero.

The Department feels that federal reimbursement could be retroactive back to fiscal year 1995. At $2.0M per fiscal year, the total potential revenue could be $6.0M.

The undersigned authorized signatory approving this document certifies that this document and any attachments are accurate and complete and comply with all applicable general and special laws and regulations.

Host Department _____ 1/31/97
Signature DATE
DEPARTMENT OF PUBLIC HEALTH

Budget Bureau _____ 1/31/97
Pam MacLeod DATE
Director of Policy Development

Commonwealth of Massachusetts

RevOpt Base Revenue Determination by Department

Project Information:

STATUS : 1

1-Active Projects
2-Pending Projects

Dept: DPH DEPARTMENT OF PUBLIC HEALTH
Project#: R037 Reference #: New - New
Description: EPSTD Smoking Prevention - Title XIX

Projected Rev: $0.00
RFP/Vendor: Public Consulting Group
ISA: No

Base Measurement Data:

Revenue Stream Analysis

Dept/Treasurer Revenue by Revenue Source

FY91:	0.00
FY92:	0.00
FY93:	0.00
FY94:	0.00
FY95:	0.00
FY96:	0.00

MMARS
RSRC: ZERO BASE

	Total by Dept Revenue Stream
* 6 Year Revenue Test:	0.00
FY 97 Revenue Estimate Test:	0.00
Base Revenue:	0.00

FY 97 Revenue Estimate:	0.00
Total RevOpt Project Revenue:	0.00
Associated Revenue Stream:	0.00
Total:	0.00
Base Revenue:	0.00
Difference:	**0.00**

Departmental Revenue Analysis

	Total by Department
CHAPTER 151 1-B Test:	89,420,009.00
FY97 Revenue Estimate:	94,261,659.00
Base Revenue:	94,261,659.00

FY 97 Revenue Estimate:	94,261,659.00
Dept Rev Opt Project Revenue:	2,000,000.00
Total:	96,261,659.00
Base Revenue:	94,261,659.00
Difference:	**2,000,000.00**

Commonwealth of Massachusetts

Revenue Optimization Base Revenue Approval Form

Department: **DEPARTMENT OF PUBLIC HEALTH**

Project#: R037 New - New

Description: EPSTD Smoking Prevention - Title XIX

Projected Rev: $0.00

Base Measurement Data:

Revenue Stream Analysis *(Vendor Payments)*		Department Analysis *(Incentive Payments)*	
Description: ZERO BASE			
6 Year Revenue Test:	0.00	CHAPTER 151 1-B Test:	89,420,009.00
FY 97 Revenue Estimate Test :	0.00	FY 97 Revenue	94,261,659.00
Base Revenue :	**0.00**	**Base Revenue :**	**94,261,659.00**

Comments: DPH's smoking cessation and other preventative care programs may qualify for additional federal reimbursement through Medicaid Additional Medicaid administration funding may be available for DPH activities and costs that are directly related to the administration of Medicaid, including the administration of the Early and Periodic Screening, Diagnosis and Treatment (EPSTD) program for Medicaid-eligible children.

If this project is successful, it will be the first time that DPH collects federal reimbursement revenue for smoking and othe education related related prevention services. Accordingly, the revenue base for this project is zero.

The undersigned authorized signatory approving this document certifies that this document and any attachments are accurate ar complete and comply with all applicable general and special laws and regulations.

Host Department Signature — DEPARTMENT OF PUBLIC HEALTH — 1/31/97 DATE

Budget Bureau Pam MacLeod, Director of Policy Development — 1/31/97 DATE

Commonwealth of Massachusetts

RevOpt Base Revenue Determination by Department

Project Information:

STATUS : 1

1-Active Projects
2-Pending Projects

Dept: DPH DEPARTMENT OF PUBLIC HEALTH
Project#: R084 Reference #: New - New
Description: Early Intervention Services - Title XIX

Projected Rev: $2,000,000.00
RFP/Vendor: Public Consulting Group
ISA:

Base Measurement Data:

Dept/Treasurer Revenue by Revenue Source

FY91:	0.00
FY92:	0.00
FY93:	0.00
FY94:	0.00
FY95:	0.00
FY96:	0.00

Revenue Stream Analysis

MMARS
RSRC: Zero Base

	Total by Dept Revenue Stream
* 6 Year Revenue Test:	0.00
FY 97 Revenue Estimate Test:	0.00
Base Revenue:	0.00

FY 97 Revenue Estimate:	0.00
Total RevOpt Project Revenue:	2,000,000.00
Associated Revenue Stream:	0.00
Total:	2,000,000.00
Base Revenue:	0.00
Difference:	**2,000,000.00**

Departmental Revenue Analysis

	Total by Department
CHAPTER 151 1-B Test:	89,420,009.00
FY97 Revenue Estimate:	94,261,659.00
Base Revenue:	94,261,659.00

FY 97 Revenue Estimate:	94,261,659.00
Dept Rev Opt Project Revenue:	2,000,000.00
Total:	96,261,659.00
Base Revenue:	94,261,659.00
Difference:	**2,000,000.00**

Commonwealth of Massachusetts

Revenue Optimization Base Revenue Approval Form

Department: **DIV OF MEDICAL ASSISTANCE**

Project#: R086 New - New

Description: Bankrupt Nursing Homes - FFP on claim reimbursement - Title XIX

Projected Rev: $1,000,000.00

Base Measurement Data:

Revenue Stream Analysis

(Vendor Payments)

Description: Zero Base

6 Year Revenue Test:	0.00
FY 97 Revenue Estimate Test :	0.00
Base Revenue :	**0.00**

Department Analysis

See Attached

Comments: The Department of Medical Assistance (DMA) can claim the return of federal funds after a nursing home is unable to pay back a Medicaid overpayment because of bankruptcy.

This will be the first time that DMA will collect revenue from this type of claim. Accordingly, the revenue base for this project is zero.

The undersigned authorized signatory approving this document certifies that this document and any attachments are accurate and complete and comply with all applicable general and special laws and regulations.

Host Department Louise Ivall — 1/30/97

Signature — DATE

DIV OF MEDICAL ASSISTANCE

Budget Bureau Pamela MacLeod — 1/31/97

Pam MacLeod — DATE

Director of Policy Development

Commonwealth of Massachusetts

RevOpt Base Revenue Determination by Department

Project Information:

STATUS : 1

1-Active Projects
2-Pending Projects

Dept: DMA DIV OF MEDICAL ASSISTANCE
Project#: R086 **Reference #:** New - New
Description: Bankrupt Nursing Homes - FFP on claim reimbursement - Title XIX

Projected Rev: $1,000,000.00
RFP/Vendor: Not Determined
ISA:

Base Measurement Data:

Revenue Stream Analysis

Dept/Treasurer Revenue by Revenue Source

FY91:	0.00
FY92:	0.00
FY93:	0.00
FY94:	0.00
FY95:	0.00
FY96:	0.00

MMARS RSRC: Zero Base

	Total by Dept Revenue Stream
* 6 Year Revenue Test:	0.00
FY 97 Revenue Estimate Test:	0.00
Base Revenue:	0.00

FY 97 Revenue Estimate:	0.00
Total RevOpt Project Revenue:	1,000,000.00
Associated Revenue Stream:	0.00
Total:	1,000,000.00
Base Revenue:	0.00
Difference:	**1,000,000.00**

Departmental Revenue Analysis

See Attached

Commonwealth of Massachusetts

Revenue Optimization Base Revenue Approval Form

Department: **DIV OF MEDICAL ASSISTANCE**

Project#: R078 New - New

Description: Medicaid Billing for DTA Services (non-Block Grant) - Title XIX

Projected Rev: $0.00

Base Measurement Data:

Revenue Stream Analysis

(Vendor Payments)

Description:

6 Year Revenue Test:

FY 97 Revenue Estimate Test :

Base Revenue :

Department Analysis

See Attached

Comments:

The undersigned authorized signatory approving this document certifies that this document and any attachments are accurate an complete and comply with all applicable general and special laws and regulations.

Host Department Signature — DIV OF MEDICAL ASSISTANCE — DATE 1/30/97

Budget Bureau Pam MacLeod, Director of Policy Development — DATE 1/31/97

Commonwealth of Massachusetts

RevOpt Base Revenue Determination by Department

Project Information:

STATUS : 1

1-Active Projects
2-Pending Projects

Dept: DMA DIV OF MEDICAL ASSISTANCE
Project#: R078 Reference #: New - New
Description: Medicaid Billing for DTA Services (non-Block Grant) - Title XIX

Projected Rev: $0.00
RFP/Vendor: Andersen Consulting
ISA: No

Base Measurement Data:

Revenue Stream Analysis

Dept/Treasurer Revenue by Revenue Source

FY91:	
FY92:	
FY93:	
FY94:	
FY95:	
FY96:	

MMARS RSRC:

Total by Dept Revenue Stream

* 6 Year Revenue Test:	
FY 97 Revenue Estimate Test:	
Base Revenue:	

FY 97 Revenue Estimate:
Total RevOpt Project Revenue: 0.00
Associated Revenue Stream:
Total:
Base Revenue:
Difference:

Departmental Revenue Analysis

See Attached

Commonwealth of Massachusetts

Revenue Optimization Base Revenue Approval Form

Department: **DIV OF MEDICAL ASSISTANCE**

Project#: R027 New - New

Description: Convert Free Care to Medicaid (FY96 DMS project) - Title XIX

Projected Rev: $0.00

Base Measurement Data:

Revenue Stream Analysis

(Vendor Payments)

Description: Zero Base

6 Year Revenue Test:	0.00
FY 97 Revenue Estimate Test :	0.00
Base Revenue :	**0.00**

Department Analysis

See Attached

Comments: This project identifies people who received free care through the Uncompensated Care Pool that were eligible for Medicaid under Title XIX. By identifying these individuals through hospital tape matches, the Department of Medical Assistance will be able to claim federal reimbursement.

Federal reimbursement has never been claimed for services funded by the Uncompensated Care Pool. Accordingly, the revenue base for this project is zero.

The undersigned authorized signatory approving this document certifies that this document and any attachments are accurate and complete and comply with all applicable general and special laws and regulations.

Host Department Signature — DIV OF MEDICAL ASSISTANCE — DATE 1/30/97

Budget Bureau Pam MacLeod, Director of Policy Development — DATE 1/31/97

Commonwealth of Massachusetts

RevOpt Base Revenue Determination by Department

Project Information:

STATUS : 1

1-Active Projects
2-Pending Projects

Dept: DMA DIV OF MEDICAL ASSISTANCE

Project#: R027 Reference #: New - New

Description: Convert Free Care to Medicaid (FY96 DMS project) - Title XIX

Projected Rev: $0.00

RFP/Vendor: Public Consulting Group

ISA: No

Base Measurement Data:

Revenue Stream Analysis

Dept/Treasurer Revenue by Revenue Source

FY91:	0.00
FY92:	0.00
FY93:	0.00
FY94:	0.00
FY95:	0.00
FY96:	0.00

MMARS RSRC: Zero Base

	Total by Dept Revenue Stream
* 6 Year Revenue Test:	0.00
FY 97 Revenue Estimate Test:	0.00
Base Revenue:	0.00

FY 97 Revenue Estimate:	0.00
Total RevOpt Project Revenue:	0.00
Associated Revenue Stream:	0.00
Total:	0.00
Base Revenue:	0.00
Difference:	**0.00**

Departmental Revenue Analysis

See Attached

Revenue Optimization Department Base Determination

Department: DIVISION OF MEDICAL ASSISTANCE

Project#: R027, R078, R086

Department Base Revenue Analysis

(a)	CHAPTER 151, 1B Test	2,009,503,141
(b)	FY97 Revenue Estimate:	1,955,499,250
	Base Revenue *(a or b, whichever is higher)*:	**2,009,503,141**

FY 97 Revenue Estimate: 1,955,499,250

Dept Rev Opt Project Revenue: 1,000,000

Total: 1,956,499,250

BASE REVENUE: 2,009,503,141

Difference: (53,003,891)

Revised Department Base Revenue Analysis

(a)	CHAPTER 151, 1B Test	2,009,503,141
(b)	CHAPTER 151, 1-B Test, Adjusted:	1,956,813,141 *
(c)	FY97 Revenue Estimate:	1,955,499,250
	Base Revenue *(b or c, whichever is higher)*:	**1,956,813,141**

FY 97 Revenue Estimate: 1,955,499,250

Dept Rev Opt Project Revenue: 1,000,000

Total: 1,956,499,250

REVISED BASE REVENUE: 1,956,813,141

Difference: (313,891)

* We are proposing a ($52.69 million) revision to the base revenue test for the Division of Medical Assistance (DMA) due to a reduction in the Division's administrative spending and caseload, and due to the timing of a nursing home overpayment collection project. Included in the Chapter 151, Section 1B revenue estimate is federal reimbursement for $64 million of spending expected to revert in Fiscal Year 1997. The reimbursed revenue included in the Chapter 151, Section 1B estimate, that would have been associated with this spending, is $32.69 million. In addition, due to the timing of a $60 million nursing home overpayment collection project, $20 million in federal reimbursement will, in effect, move from Fiscal Year 1997 to Fiscal Year 1998. Accordingly, our proposed department revenue base of $1,956,813,141 is $52.69 million lower than the estimate provided in Chapter 151, Section 1B. This proposed revenue base is about $1.3 million higher than the Budget Bureau's current base revenue estimate of $1,955,499,250.

Commonwealth of Massachusetts

Revenue Optimization Base Revenue Approval Form

Department: **DEPT OF MENTAL RETARDATION**

Project#: R026 088 - 10

Description: Obtaining Medicaid FFP through Waiver with MCB - Title XIX

Projected Rev: $0.00

Base Measurement Data:

Revenue Stream Analysis *(Vendor Payments)*		Department Analysis *(Incentive Payments)*	
Description: 5245			
6 Year Revenue Test:	128,757,463.00	CHAPTER 151 1-B Test:	286,323,103.00
FY 97 Revenue Estimate Test :	140,000,000.00	FY 97 Revenue	288,013,759.00
Base Revenue :	**140,000,000.00**	**Base Revenue :**	**288,013,759.00**

Comments: Home and community-based services (H&CBS)were provided to clients of DMR who were also clients of the Massachusetts Commission for the Blind (MCB). DMR paid for these services provided to clients whose primary disability was blindness.

Although DMR has received Medicaid FFP for H&CBS, it has never claimed or received Medicaid FFP for H&CBS provided to clients whose primary disability, and Medicaid eligibility, was determined by their blindness. MCB has also never claimed Medicaid FFP for these services.

For this project to be successful, the Department of Medical Assiatance (DMA) would work with the Health Care Financing Agency (HCFA) to justify these claims under the state plan.

The undersigned authorized signatory approving this document certifies that this document and any attachments are accurate an complete and comply with all applicable general and special laws and regulations.

Host Department — Signature — DEPT OF MENTAL RETARDATION — DATE 1/30/97

Budget Bureau — Pam MacLeod, Director of Policy Development — DATE 1/31/97

Commonwealth of Massachusetts

RevOpt Base Revenue Determination by Department

Project Information:

STATUS : 1

1-Active Projects
2-Pending Projects

Dept: DMR DEPT OF MENTAL RETARDATION
Project#: R026 Reference #: 10 - 088
Description: Obtaining Medicaid FFP through Waiver with MCB - Title XIX

Projected Rev: $0.00
RFP/Vendor: PCG/DMA
ISA: No

Base Measurement Data:

Revenue Stream Analysis

Dept/Treasurer Revenue by Revenue Source

FY91:	9,978,714.00
FY92:	17,376,933.00
FY93:	39,410,930.00
FY94:	114,787,190.00
FY95:	109,789,017.00
FY96:	128,757,463.00

MMARS RSRC: 5245

	Total by Dept Revenue Stream
* 6 Year Revenue Test:	128,757,463.00
FY 97 Revenue Estimate Test:	140,000,000.00
Base Revenue:	140,000,000.00

FY 97 Revenue Estimate:	140,000,000.00
Total RevOpt Project Revenue:	0.00
Associated Revenue Stream:	0.00
Total:	140,000,000.00
Base Revenue:	140,000,000.00
Difference:	**0.00**

Departmental Revenue Analysis

	Total by Department
CHAPTER 151 1-B Test:	286,323,103.00
FY97 Revenue Estimate:	288,013,759.00
Base Revenue:	288,013,759.00

FY 97 Revenue Estimate:	288,013,759.00
Dept Rev Opt Project Revenue:	0.00
Total:	288,013,759.00
Base Revenue:	288,013,759.00
Difference:	**0.00**

Commonwealth of Massachusetts

Revenue Optimization Base Revenue Approval Form

Department: **EXEC OFFICE OF ELDER AFFAIRS**

Project#: R052 New - New

Description: Admin Case Management Resubmissions - Title XIX

Projected Rev: $1,494,730.00

Base Measurement Data:

Revenue Stream Analysis *(Vendor Payments)*		Department Analysis *(Incentive Payments)*	
Description: 5247			
6 Year Revenue Test:	3,000,000.00	CHAPTER 151 1-B Test:	3,370,000.00
FY 97 Revenue Estimate Test :	3,000,000.00	FY 97 Revenue	3,369,500.00
Base Revenue :	**3,000,000.00**	**Base Revenue :**	**3,370,000.00**

Comments: Some clients who received case management services may have been Medicaid eligible at the time the service was provided. As a result, the Executive Office for Elder Affairs (EOEA) paid for some services that should have been partially covered by Medicaid.

If this project is successful, EOEA will collect Medicaid FFP for case management expenditures made from April, 1994 through February 1996, for clients not previously claimed.

The undersigned authorized signatory approving this document certifies that this document and any attachments are accurate and complete and comply with all applicable general and special laws and regulations.

Host Department

Signature _____ DATE _____

EXEC OFFICE OF ELDER AFFAIRS

Budget Bureau

Pam MacLeod _____ DATE _____

Director of Policy Development

Commonwealth of Massachusetts

RevOpt Base Revenue Determination by Department

Project Information:

STATUS : 1

1-Active Projects
2-Pending Projects

Dept: ELD EXEC OFFICE OF ELDER AFFAIRS
Project#: R052 Reference #: New - New
Description: Admin Case Management Resubmissions - Title XIX

Projected Rev: $1,494,730.00
RFP/Vendor: UMASS Medical
ISA: No

Base Measurement Data:

Revenue Stream Analysis

Dept/Treasurer Revenue by Revenue Source

FY91:	0.00
FY92:	0.00
FY93:	0.00
FY94:	0.00
FY95:	2,050,000.00
FY96:	3,000,000.00

MMARS RSRC: 5247

	Total by Dept Revenue Stream
* 6 Year Revenue Test:	3,000,000.00
FY 97 Revenue Estimate Test:	3,000,000.00
Base Revenue:	3,000,000.00

FY 97 Revenue Estimate:	3,000,000.00
Total RevOpt Project Revenue:	1,494,730.00
Associated Revenue Stream:	0.00
Total:	4,494,730.00
Base Revenue:	3,000,000.00
Difference:	**1,494,730.00**

Departmental Revenue Analysis

	Total by Department
CHAPTER 151 1-B Test:	3,370,000.00
FY97 Revenue Estimate:	3,369,500.00
Base Revenue:	3,370,000.00

FY 97 Revenue Estimate:	3,369,500.00
Dept Rev Opt Project Revenue:	1,494,730.00
Total:	4,864,230.00
Base Revenue:	3,370,000.00
Difference:	**1,494,230.00**

Commonwealth of Massachusetts

Revenue Optimization Base Revenue Approval Form

Department: **LOTTERY COMMISSION**

Project#: R081 New - New

Description: Auditing Telecommunications Invoices - Retro Billing

Projected Rev: $0.00

Base Measurement Data:

Revenue Stream Analysis *(Vendor Payments)*		Department Analysis *(Incentive Payments)*	
Description: Zero Base			
6 Year Revenue Test:	0.00	CHAPTER 151 1-B Test:	
FY 97 Revenue Estimate Test :	0.00	FY 97 Revenue	
Base Revenue :	**0.00**	**Base Revenue :**	

Comments:

The undersigned authorized signatory approving this document certifies that this document and any attachments are accurate an complete and comply with all applicable general and special laws and regulations.

Host Department _____ _____

Signature DATE

LOTTERY COMMISSION

Budget Bureau _____ _____

Pam MacLeod DATE

Director of Policy Development

Commonwealth of Massachusetts

RevOpt Base Revenue Determination by Department

Project Information:

Dept: LOT LOTTERY COMMISSION
Project#: R081 Reference #: New - New
Description: Auditing Telecommunications Invoices - Retro Billing

Projected Rev: $0.00
RFP/Vendor: Not Determined
ISA:

STATUS : 1

1-Active Projects
2-Pending Projects

Base Measurement Data:

Dept/Treasurer Revenue by Revenue Source

FY91:	0.00
FY92:	0.00
FY93:	0.00
FY94:	0.00
FY95:	0.00
FY96:	0.00

Revenue Stream Analysis

MMARS RSRC: Zero Base

	Total by Dept Revenue Stream
* 6 Year Revenue Test:	0.00
FY 97 Revenue Estimate Test:	0.00
Base Revenue:	0.00

FY 97 Revenue Estimate:	0.00
Total RevOpt Project Revenue:	0.00
Associated Revenue Stream:	0.00
Total:	0.00
Base Revenue:	0.00
Difference:	**0.00**

Departmental Revenue Analysis

	Total by Department
CHAPTER 151 1-B Test:	
FY97 Revenue Estimate:	
Base Revenue:	

FY 97 Revenue Estimate:	
Dept Rev Opt Project Revenue:	0.00
Total:	
Base Revenue:	
Difference:	

Commonwealth of Massachusetts

Revenue Optimization Base Revenue Approval Form

Department: **EO ADMINISTRATION & FINANCE**

Project#: R058 141 - 17

Description: Concession and Merchandising Opportunities - Fees

Projected Rev: $0.00

Base Measurement Data:

Revenue Stream Analysis *(Vendor Payments)*		Department Analysis *(Incentive Payments)*	
Description:			
6 Year Revenue Test:	0.00	CHAPTER 151 1-B Test:	
FY 97 Revenue Estimate Test :	0.00	FY 97 Revenue	
Base Revenue :	**0.00**	**Base Revenue :**	

Comments:

The undersigned authorized signatory approving this document certifies that this document and any attachments are accurate an complete and comply with all applicable general and special laws and regulations.

Host Department

Signature _____ DATE _____

EO ADMINISTRATION & FINANCE

Budget Bureau

Pam MacLeod _____ DATE _____

Director of Policy Development

Commonwealth of Massachusetts

RevOpt Base Revenue Determination by Department

Project Information:

STATUS : 1

1-Active Projects
2-Pending Projects

Dept: ANF EO ADMINISTRATION & FINANCE
Project#: R058 **Reference #:** 17 - 141
Description: Concession and Merchandising Opportunities - Fees

Projected Rev: $0.00
RFP/Vendor: Not Determined
ISA: No

Base Measurement Data:

Dept/Treasurer Revenue by Revenue Source

FY91:	
FY92:	
FY93:	
FY94:	
FY95:	
FY96:	

Revenue Stream Analysis

MMARS RSRC:

	Total by Dept Revenue Stream
* 6 Year Revenue Test:	0.00
FY 97 Revenue Estimate Test:	0.00
Base Revenue:	0.00

Departmental Revenue Analysis

	Total by Department
CHAPTER 151 1-B Test:	
FY97 Revenue Estimate:	
Base Revenue:	

FY 97 Revenue Estimate:	0.00
Total RevOpt Project Revenue:	0.00
Associated Revenue Stream:	0.00
Total:	0.00
Base Revenue:	0.00
Difference:	**0.00**

FY 97 Revenue Estimate:	
Dept Rev Opt Project Revenue:	0.00
Total:	
Base Revenue:	
Difference:	

Commonwealth of Massachusetts

Revenue Optimization Base Revenue Approval Form

Department: **EO ADMINISTRATION & FINANCE**

Project#: R059 078 - 13

Description: Use of Tower Antennae Space/Public Land Management - Private leasing

Projected Rev: $0.00

Base Measurement Data:

Revenue Stream Analysis *(Vendor Payments)*		Department Analysis *(Incentive Payments)*	
Description:			
6 Year Revenue Test:	0.00	CHAPTER 151 1-B Test:	
FY 97 Revenue Estimate Test :	0.00	FY 97 Revenue	
Base Revenue :	**0.00**	**Base Revenue :**	

Comments:

The undersigned authorized signatory approving this document certifies that this document and any attachments are accurate an complete and comply with all applicable general and special laws and regulations.

Host Department _____ _____

Signature DATE

EO ADMINISTRATION & FINANCE

Budget Bureau _____ _____

Pam MacLeod DATE

Director of Policy Development

Commonwealth of Massachusetts

RevOpt Base Revenue Determination by Department

Project Information:

STATUS : 1

1-Active Projects
2-Pending Projects

Dept: ANF EO ADMINISTRATION & FINANCE

Project#: R059 **Reference #:** 13 - 078

Description: Use of Tower Antennae Space/Public Land Management - Private leasing

Projected Rev: $0.00

RFP/Vendor: Not Determined

ISA: No

Base Measurement Data:

Dept/Treasurer Revenue by Revenue Source

FY91:	
FY92:	
FY93:	
FY94:	
FY95:	
FY96:	

Revenue Stream Analysis

MMARS RSRC:

	Total by Dept Revenue Stream
* 6 Year Revenue Test:	0.00
FY 97 Revenue Estimate Test:	0.00
Base Revenue:	0.00

FY 97 Revenue Estimate:	0.00
Total RevOpt Project Revenue:	0.00
Associated Revenue Stream:	0.00
Total:	0.00
Base Revenue:	0.00
Difference:	**0.00**

Departmental Revenue Analysis

	Total by Department
CHAPTER 151 1-B Test:	
FY97 Revenue Estimate:	
Base Revenue:	

FY 97 Revenue Estimate:	
Dept Rev Opt Project Revenue:	0.00
Total:	
Base Revenue:	
Difference:	